

Gundersen Lutheran Medical Center, Inc.
 1910 South Avenue
 La Crosse, WI 54601-9980
 (608) 785-0530

Type: GMS
 Control: Other Not for Profit
 Fiscal Year: 01/01/02 to 12/31/02

County: La Crosse
 Analysis Area: Southwestern (5B)
 Volume Group: 7

Selected Utilization Statistics	FY 2002	All GMS Hospitals		Analysis Area 5B		Volume Group 7		FY 2002 vs. 2001	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2001	Ratio
Occupancy Rate (%)									
Adult medical-surgical	90.0%	57.4%	1.57	54.5%	1.65	72.5%	1.24	87.7%	1.03
Obstetrics	41.9%	39.6%	1.06	33.3%	1.26	58.4%	0.72	43.1%	0.97
Pediatrics	38.3%	48.0%	0.80	29.9%	1.28	42.6%	0.90	32.9%	1.16
Total hospital	64.6%	55.9%	1.16	46.8%	1.38	68.8%	0.94	64.2%	1.01
Average Census (Patients)									
Adult medical-surgical	86.4	30.4	2.84	15.5	5.59	115	0.75	84.2	1.03
Obstetrics	9.2	3.9	2.39	1.9	4.91	14.5	0.64	9.5	0.97
Pediatrics	7.3	1.8	3.98	0.9	8.13	4.8	1.51	6.2	1.16
Total hospital	166.6	55.4	3.00	28.1	5.93	218.9	0.76	165.6	1.01
Average Length of Stay (Days)									
Adult medical-surgical	3.5	3.9	0.88	3.4	1.03	4.3	0.81	3.5	0.99
Obstetrics	2.1	2.4	0.89	2.3	0.91	2.4	0.88	2.2	0.99
Pediatrics	2.8	2.4	1.14	2.6	1.08	2.6	1.05	2.6	1.07
Total hospital	4.0	4.3	0.93	3.8	1.08	4.9	0.82	4.0	1.00
Surgical Operations									
Inpatient	2,206	1,424	1.55	465	4.74	5,392	0.41	3,345	0.66
Outpatient	11,827	3,187	3.71	1,711	6.91	9,551	1.24	10,044	1.18
Inpatient as % of all surgeries	15.7%	30.9%	0.51	21.4%	0.74	36.1%	0.44	25.0%	0.63
Outpatient Visits									
Non-emergency visits	109,977	75,046	1.47	33,009	3.33	223,693	0.49	102,769	1.07
Emergency visits	29,333	14,086	2.08	7,302	4.02	36,965	0.79	29,000	1.01
Full-time Equivalents (FTEs)									
Administrators	0.0	14.8	0.00	7.1	0.00	39.9	0.00	0.0	.
Nurses, licensed	573.0	160.1	3.58	111.0	5.16	591.6	0.97	572.0	1.00
Ancillary nursing personnel	200.0	54.3	3.68	37.6	5.32	208.2	0.96	163.2	1.23
All other personnel	1138.9	384.2	2.96	283.4	4.02	1362.8	0.84	959.8	1.19
Total FTEs	1911.9	613.5	3.12	439.1	4.35	2202.6	0.87	1694.9	1.13
FTEs per 100 Patient Census (Adjusted)									
Administrators	0.0	14.6	0.00	14.7	0.00	11.4	0.00	0.0	.
Nurses, licensed	225.3	157.9	1.43	231.6	0.97	169.3	1.33	230.7	0.98
Ancillary nursing personnel	78.6	53.6	1.47	78.4	1.00	59.6	1.32	65.8	1.19
All other personnel	447.7	378.9	1.18	591.3	0.76	389.9	1.15	387.2	1.16
Total FTEs	751.6	605.0	1.24	916.0	0.82	630.2	1.19	683.7	1.10

Total Hospital:		Contract with:		Medicare-certified Swing Beds:		Newborn Nursery:	
Beds set up and staffed	258	Health maintenance		Beds set up and staffed	0	Bassinets	26
Discharges	15061	organization (HMO)	Yes	Discharges	0	Total births	1,503
Inpatient days	60,804	Preferred Provider		Inpatient days	0	Newborn days	3,280
		organization (PPO)	Yes				

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Inpatient Service Area

Inpatient Service Area	Level of Service*	Beds Set Up and Staffed 12/31/02	Discharges and Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)

General Medical-Surgical:							
Adult medical-surgical, acute	1	96	9,096	31,543	90.0%	86.4	3.5
Orthopedic	1	32	1,078	4,024	34.5%	11.0	3.7
Rehab. and physical medicine	1	17	140	2,008	32.4%	5.5	14.3
Hospice	3	0	0	0	. %	0.0	.
Acute long term care	5	0	0	0	. %	0.0	.
Other acute	5	0	0	0	. %	0.0	.
Pediatric, acute	1	19	960	2,657	38.3%	7.3	2.8
Obstetrics	1	22	1,567	3,363	41.9%	9.2	2.1
Psychiatric	1	27	1,391	7,323	74.3%	20.1	5.3
Alcoholism/chemical dependency	2	0	0	0	. %	0.0	.
ICU/CCU:							
Medical-surgical intensive care	1	15	1,832	3,609	65.9%	9.9	2.0
Cardiac intensive care	1	18	2,366	3,992	60.8%	10.9	1.7
Pediatric intensive care	1	4	117	302	20.7%	0.8	2.6
Burn care	2	0	0	0	. %	0.0	.
Mixed intensive care	5	0	0	0	. %	0.0	.
Step-down (special care)	2	0	0	0	. %	0.0	.
Neonatal intensive/intermediate care	1	8	117	1,983	67.9%	5.4	16.9
Other intensive care	5	0	0	0	. %	0.0	.
Subacute care	5	0	0	0	. %	0.0	.
Other inpatient	5	0	0	0	. %	0.0	.

Note: data should be used only in rows; do not summarize columns.

* 1=Provided-Distinct Unit, 2=Provided-Not Distinct Unit, 3=Available in Network, 4=Contracted, 5=Service Not Provided.

** Transfers, which may be estimated, refer only to those between units.

Occupation	Number Full-Time	Number Part-Time	Number FTE	Occupation	Number Full-Time	Number Part-Time	Number FTE

Administrators/asst. administrators	0	0	0.0	Radiological services personnel	0	0	0.0
Physicians and dentists	0	0	0.0	Occupational therapists	6	0	6.0
Medical and dental residents	0	0	0.0	Occupational therapy assistants/aides	5	13	11.9
Registered nurses	276	331	529.5	Physical therapists	12	11	20.2
Certified nurse midwives	0	0	0.0	Physical therapy assistants/aides	4	2	4.9
Licensed practical nurses	15	32	37.6	Recreational therapists	1	5	3.6
Ancillary nursing personnel	133	77	200.0	Psychologists	0	0	0.0
Physician assistants	0	0	0.0	Social workers	18	16	29.9
Nurse Practitioners	6	0	6.0	All other health professionals	229	134	324.2
Medical records personnel	20	11	29.5	All other personnel	481	169	603.5
Pharmacy personnel	24	9	30.1	-----			
Clinical laboratory personnel	54	31	75.1	TOTAL	1284	841	1911.9

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Income Statement		Assets		Liabilities and Fund Balances	
Gross patient revenue	\$359,244,227	Cash and cash equivalents	\$1,681,054	Current liabilities	\$7,031,188
Less deductions	131,317,254	Net Patient receivables	31,310,446	Long-term debt	0
Net patient revenue	227,926,972	Other receivables	0	Other liabilities	0
Plus other revenue	13,132,065	Land, bldgs and equip: Net	47,288,981	Subtotal	146,437,491
Total revenue	241,059,037	Other assets	225,398,255		
Less expenses	210,150,979			Unrestricted fund balance	159,241,245
Nonoperating gains/losses	894,823	Total Assets	\$305,678,736	Total liabilities & fund balance	\$305,678,736
Net Income	\$31,802,881			Restricted fund balances	\$0

Selected Financial Statistics	FY 2002	All GMS Hospitals		Analysis Area 5B		Volume Group 1		FY 2002 vs. 2001	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2001	Ratio
Gross Rev as % Total Gross Patient Revenue									
Medicare [\$167,335,392]	46.6%	41.7%	1.12	45.3%	1.03	41.7%	1.12	46.6%	1.00
Medical Assistance [\$19,416,657]	5.4%	9.0%	0.60	6.7%	0.80	9.3%	0.58	3.9%	1.38
Commercial [\$129,839,774]	36.1%	43.2%	0.84	37.4%	0.97	41.9%	0.86	38.1%	0.95
All other [\$42,652,404]	11.9%	6.1%	1.95	10.5%	1.13	7.1%	1.68	11.4%	1.05
Deductions as % of Total Gross Patient Revenue									
Medicare [\$85,941,707]	23.9%	23.7%	1.01	24.0%	1.00	23.4%	1.02	21.9%	1.09
Medical Assistance [\$10,780,546]	3.0%	6.0%	0.50	4.5%	0.67	6.4%	0.47	2.3%	1.29
Commercial [\$23,896,570]	6.7%	9.4%	0.71	6.0%	1.11	9.7%	0.69	6.4%	1.03
Charity care [\$1,014,918]	0.3%	1.2%	0.23	0.6%	0.46	1.4%	0.20	0.5%	0.52
All other [\$9,683,513]	2.7%	1.4%	1.90	2.3%	1.18	1.8%	1.49	2.7%	1.01
Total deductions [\$131,317,254]	36.6%	41.7%	0.88	37.4%	0.98	42.7%	0.86	33.9%	1.08
Other Revenue and Net Gains or Losses									
Other revenue as % of total revenue	5.4%	5.1%	1.07	4.8%	1.13	4.1%	1.34	5.0%	1.09
Net gains/losses as % of net income	2.8%	5.3%	0.53	5.0%	0.56	5.9%	0.47	14.4%	0.20
Expenses as % of Total Expenses									
Salary/fringe benefit[\$84,186,902]	40.1%	47.8%	0.84	48.5%	0.83	45.9%	0.87	52.7%	0.76
Supplies and services[\$111,324,530]	53.0%	40.5%	1.31	42.1%	1.26	43.2%	1.23	36.5%	1.45
Capital component [\$7,461,092]	3.6%	8.7%	0.41	5.6%	0.64	8.1%	0.44	7.6%	0.47
Bad debt [\$7,178,455]	3.4%	3.0%	1.14	3.8%	0.91	2.7%	1.25	3.2%	1.07
Fiscal Statistics									
Operating margin	12.8%	6.1%	2.12	9.5%	1.35	5.7%	2.26	8.8%	1.45
Total hospital profit margin	13.1%	6.4%	2.06	10.0%	1.32	6.0%	2.19	10.2%	1.29
Return on equity	20.0%	10.0%	2.00	15.2%	1.32	9.9%	2.02	17.3%	1.15
Current ratio	36.4	2.5	14.37	5.5	6.58	2.6	13.88	5.5	6.60
Days in net patient accounts receivable	50.1	57.8	0.87	72.9	0.69	51.8	0.97	.	.
Average payment period	12.6	52.6	0.24	58.7	0.21	49.0	0.26	38.6	0.33
Equity financing	52.1%	56.2%	0.93	54.1%	0.96	55.9%	0.93	73.5%	0.71
Long-term debt to equity ratio	0.0	0.5	0.00	0.1	0.00	0.5	0.00	0.2	0.00
Times interest earned	.	5.0	.	20.0	.	5.2	.	15.7	.
Total asset turnover	0.8	0.9	0.90	0.8	0.96	0.9	0.86	1.2	0.64
Average age of plant: years	13.9	9.5	1.45	13.1	1.06	10.0	1.38	9.6	1.44
Increase (decrease) total net patient rev	. %	. %	.	. %	.	. %	.	14.5%	.
Output gross rev (% of total gross pt. rev)	36.6%	44.1%	0.83	43.9%	0.84	37.2%	0.98	35.6%	1.03
Net Revenue Statistics									
Inpatient net revenue per discharge	\$9,566	\$7,870	1.22	\$7,442	1.29	\$9,940	0.96	\$8,713	1.10
Inpatient net revenue per day	\$2,449	\$1,834	1.34	\$2,118	1.16	\$2,035	1.20	\$2,239	1.09
Outpatient net rev per visit	\$602	\$343	1.76	\$413	1.46	\$373	1.61	\$552	1.09